

LISTING OF THE CLAIMS

The following is a complete listing of all the claims in the application, with an indication of the status of each:

- 1 1. (Currently amended) A loyalty suite business method for managing customer  
2 relationships for a client enterprise, the method comprising the steps of:
  - 3 (a) developing a framework including hypotheses regarding the client's customer  
4 relationships and information regarding the customer relationships;
  - 5 (b) reviewing the client business strategy and the client customer relations  
6 strategy;
  - 7 (c) identifying projects to obtain data needed to develop a customer-centered  
8 strategy;
  - 9 (d) analyzing the business strategy, the customer relations strategy and the  
10 information regarding the customer relationships;
  - 11 (e) developing a customer-centered strategy;
  - 12 (f) identifying client enterprise deficiencies, including deficiencies in marketing,  
13 sales and service;
  - 14 (g) developing a customer loyalty roadmap;
  - 15 (h) using the framework, determining an inside-out view of customer expectations  
16 and determining an outside-in view of customer expectations;
  - 17 (i) validating the outside-in view of customer expectations;
  - 18 (j) prioritizing customer needs for action and/or investment;
  - 19 (k) developing a capability model and key enablers;
  - 20 (l) recommending tasks to be performed by the client to implement the  
21 customer-centered strategy;
  - 22 (m) reviewing the client enterprise business and technology environment;

23           (n) developing a customer value index and customer loyalty management  
24 approach; **and**  
25           (o) testing and defining the customer value index and the customer loyalty  
26 solution strategy; and  
27           (p) implementing business practice changes in accordance with the capability  
28 model.

1       2. (Original) The loyalty suite business method of claim 1, further comprising the step of  
2 identifying factors which engender customer loyalty from a customer perspective.

1       3. (Original) The loyalty suite business method of claim 2, further comprising the step of  
2 determining capabilities and enablers needed for delivery of customer value by the client.

1       4. (Original) The loyalty suite business method of claim 1, further comprising the step of  
2 determining a value received by customers from the client enterprise.

1       5. (Currently amended) The loyalty suite business method of ~~claim 5~~ claim 1, further  
2 comprising the step of identifying and prioritizing interactions between the client  
3 enterprise and customers, so as to define opportunities to create customer satisfaction.

1       6. (Original) The loyalty suite business method of claim 5, further comprising the step of  
2 identifying critical tasks to perform in order to create customer loyalty.

1       7. (Original) The loyalty suite business method of claim 6, wherein identification of said  
2 critical tasks leads to identification of essential client enterprise capabilities.